

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 06414 161128Z

11

ACTION EA-07

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /015 W

----- 041828

P R 160941Z MAY 74

FM AMEMBASSY TOKYO

TO USDOC USTS

INFO SECSTATE WASHDC 1898

UNCLAS TOKO 6414

E.O. 11652: N/A

TAGS: ETRD

SUBJECT: INCENTIVES IN JAPANESE MARKET

TYOWAS 4-269 RE WASTYO 4-264-MD.

OUR RESONSE TO YOUR FOUR POINTS IS AS FOLLOWS:

1. NOT ACCEPTABLE IF COST OF TICKETS IS MORE THAN ONE HUNDRED THOUSAND YEN, WHICH IS JAPANESE FAIR TRADE COMMISSION CEILING ON INCENTIVE PRIZES WHETHER MERCHANDISE OR OTHERWISE.

2..... DITTO FOR US GROUND ARRANGEMENTS.

3. DOUBLE NEGATIVE\*

4. AFFIRMATIVE.

ONE LOCAL COMMENT: (QUOTE) TRAVEL AS A PERFORMANCE REWARD FOR A TRAVEL AGENT IS LIKE TREATING A TEMPURA CHEF TO A TEMPURA DINNER (UNQUOTE).  
SHOESMITH

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE PROMOTION, TRADE FAIRS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 16 MAY 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974TOKYO06414  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740121-0080  
**From:** TOKYO  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1974/newtext/t19740541/aaaabjyl.tel  
**Line Count:** 46  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 1  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 05 NOV 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <05 NOV 2002 by shawdg>; APPROVED <05-Nov-2002 by golinofr>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INCENTIVES IN JAPANESE MARKET TYOWAS 4-269 RE WASTYO 4-264-MD.  
**TAGS:** ETRD, JA, US  
**To:** COM  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005